



AGENT LIFE PRODUCTION



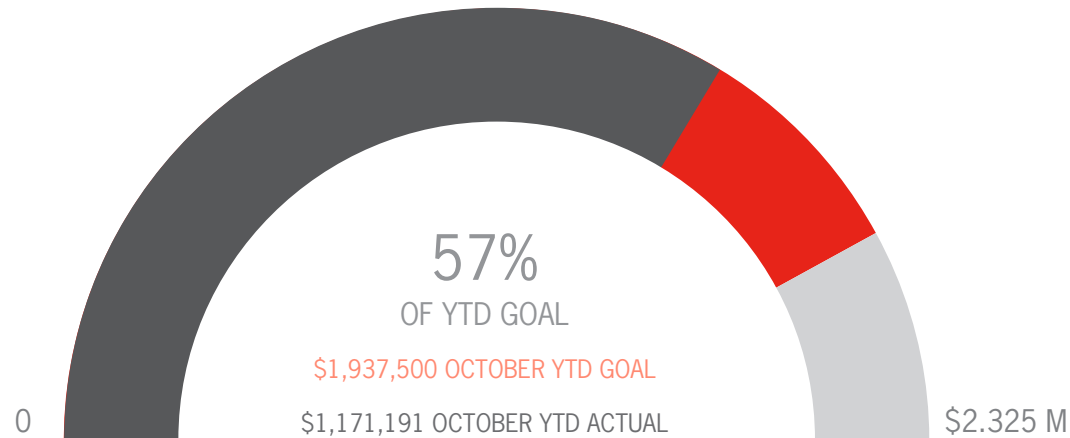
OCTOBER 2020

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NEW SALES RESULTS THROUGH OCTOBER 31, 2020

LIFE CONTEST CREDIT: OCTOBER YTD ACTUAL, OCTOBER YTD GOAL, AND 2020 GOAL



DISTRICT MONTHLY LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	41	\$72,493
NORTH IDAHO	24	\$37,710
TREASURE VALLEY	26	\$34,431
MAGIC VALLEY	12	\$31,854



LIFE PRODUCTION DISTRICT OF THE MONTH
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER

DISTRICT YTD LIFE PRODUCTION

DISTRICT	APPS	CONTEST CREDIT
EAST IDAHO	300	\$408,963
TREASURE VALLEY	192	\$273,190
MAGIC VALLEY	140	\$262,307
NORTH IDAHO	141	\$226,731



LIFE PRODUCTION DISTRICT OF THE YEAR
EAST IDAHO, VANCE NIELSEN, DISTRICT MANAGER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MONTHLY LIFE PRODUCTION: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	4	\$26,293
KENDON PERRY	5	\$21,965
ROB ELLIS	3	\$17,883
MARIO SALINAS	3	\$12,809
KYLE JEPPESEN	9	\$8,438
SHAWN QUINN	8	\$7,189
DOUGLAS JOHNSON	3	\$7,108
DAVID COLPRON	6	\$6,656
NEIL JENSEN	5	\$4,948
JERRY SPRAY	4	\$4,875

LIFE LINES LEADER OF THE MONTH



KENT JEPPESEN

LIFE PRODUCTION YTD LEADERBOARD: TOP TEN

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	41	\$112,587
KENT JEPPESEN	46	\$90,180
PERRY SHANK	20	\$57,741
KRIS BURKE	18	\$47,692
NEIL JENSEN	20	\$41,063
DOUGLAS JOHNSON	12	\$35,340
DONNA D'AMBRA	10	\$34,896
ROBERT ELLIS	12	\$32,412
TODD BURKE	20	\$30,349
DARIN PFOST	22	\$29,138

LIFE LINES AGENT YTD LEADER



KENDON PERRY

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

NORTH IDAHO YTD LIFE PRODUCTION



**BEN RAE,
DISTRICT MANAGER**

AGENT	APPS	CONTEST CREDIT
KENDON PERRY	41	\$112,587
STEVEN ZAMORA	13	\$16,142
JOHN NISHIMOTO	16	\$15,724
JOSEPH RICHARDS	12	\$15,249
JERRY SPRAY	11	\$14,666
SHAWN QUINN	9	\$10,567
JOHN MARKS	10	\$8,141
TIMOTHY KASPER	4	\$5,795
DANIEL NEUENFELDT	2	\$5,697
MARK VANDERWALL	2	\$5,495
RYAN BECKNER	5	\$4,418
MICHAEL ASKER	2	\$3,593
ANDREW SCOTT	2	\$2,422
WALTER DINNING	3	\$2,391
SAMUEL ROGERS	3	\$1,277
DOUG WHEELLOCK	1	\$1,138
CHIP QUADE	3	\$902
ROBERT STOWELL	2	\$511
BEA SPEAKMAN	0	\$8
KYLE CASEY	0	\$0
JANEL HOLMES	0	\$0
SARAH ROBIE	0	\$0



**KENDON PERRY,
LIFE LINES
YTD LEADER**

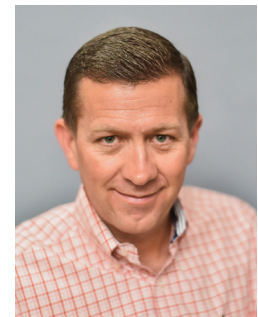
NEW SALES RESULTS THROUGH OCTOBER 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION



ALLAN GLIEGE,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
DARIN PFOST	22	\$29,138
MARIO SALINAS	14	\$25,643
GILBERT TUNING	4	\$24,836
KERRY BAXTER	7	\$20,953
ANTHONY NICHOLS	3	\$19,979
JARED HART	17	\$15,695
DALE ZIMNEY	6	\$14,970
KEEFAN CARON	18	\$14,538
JOHN HILL	6	\$13,974
WAYNE HUNGATE	6	\$10,750
STUART BARRETT	4	\$9,087
KERRY HARRIS	8	\$8,763
LYNNAE GLIEGE	7	\$8,517
JASON GARDNER	10	\$7,675
PAMELA RUSSOM	5	\$4,272
SCOTT MALMSTROM	5	\$4,156
RICHARD PERCIVAL	6	\$4,063
BRIAN WALTERS	5	\$3,938
ANDREW MEYER	6	\$3,455
LEE POUNDS	2	\$3,074
MICHAEL WARWICK	1	\$2,737



DARIN PFOST
LIFE LINES
YTD LEADER

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

TREASURE VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
BRETT PAYNTER	3	\$2,256
TRUDY CRAWFORD	2	\$2,218
HEATHER GROTHAUS	1	\$2,137
RYAN PORTER	1	\$1,747
RICH SYKES	2	\$1,611
RODNEY BIRD	1	\$1,296
ERIC WILKINS	2	\$1,130
CODY CHAVERS	1	\$1,116
LUPE FRY	1	\$1,100
NORMAN LACOMBE	1	\$1,043
LEANN PULLMAN	4	\$867
ALEX SALINAS	0	\$784
TAYLOR MINK	1	\$709
PHIL ZEMAITIS	2	\$612
DREW LAAN	2	\$568
VAN BARKUS	0	\$497
CHRISTOPHER LARSEN	0	\$244
GRANT ROSANDICK	0	\$20
DAKOTA STALLIONS	0	\$0
SANDRA SPREIER	0	\$0
DUSTY BRYANT	0	\$0

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION



SCOTT BADGER,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
PERRY SHANK	20	\$57,741
KRIS BURKE	18	\$47,692
DONNA D'AMBRA	10	\$34,896
ROBERT ELLIS	12	\$32,412
ELI HANSEN	10	\$16,331
NEIL HAZELBAKER	5	\$11,210
CHAD COX	7	\$7,352
KURT GEARY	9	\$7,001
PAUL DEWITT	4	\$6,831
PAUL JOHNSON	8	\$6,263
NORMAN FUNK	3	\$4,345
LISA BOTHOF	4	\$3,994
JAMES POWELL	1	\$3,156
DAVID NEVAREZ	4	\$2,940
CLINT VANBIEZEN	5	\$2,887
MARCY BRODINE	4	\$2,791
TRAVIS TERRY	2	\$2,532
GARREN TAYLOR	1	\$2,363
GARY BLISS	1	\$1,834
BEATRIZ GUZMAN	5	\$1,365



PERRY SHANK,
LIFE LINES
YTD LEADER



NEW SALES RESULTS THROUGH OCTOBER 31, 2020

MAGIC VALLEY YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
JARED HALL	3	\$1,280
JENNIFER COOK	1	\$1,219
BRETT BARTON	0	\$1,060
STEPHEN WIDMER	1	\$749
RYAN REX	0	\$671
BARRETT MCCLURE	0	\$436
STETZEN BAILEY	1	\$331
RON SILVERS	0	\$154
CINDY PACKARD	0	\$48
CAMERON CARRICO	0	\$0
JACE SPARROW	0	\$0

NEW SALES RESULTS THROUGH OCTOBER 31, 2020

EAST IDAHO YTD LIFE PRODUCTION



VANCE NIELSEN,
DISTRICT MANAGER

AGENT	APPS	CONTEST CREDIT
KENT JEPPESEN	46	\$90,180
NEIL JENSEN	20	\$41,063
DOUGLAS JOHNSON	12	\$35,340
TODD BURKE	20	\$30,349
JERRY PETERSEN	9	\$18,141
DERALD ARMSTRONG	14	\$16,468
KYLE JEPPESEN	18	\$16,376
RANDALL PITCHFORD	5	\$15,163
JACOB ANDRUS	27	\$14,420
RHETT PRICE	12	\$13,580
ZAK POPEJOY	9	\$11,325
KEVIN DEGN	4	\$10,467
BART CROFOOT	8	\$9,784
DOUGLAS GUTHRIE	7	\$8,607
DAVID COLPRON	10	\$8,410
DARYL TEUSCHER	1	\$7,253
LENA PERMANN	6	\$6,892
BRANDT LESLIE	7	\$6,155
BROOKS LATIMORE	7	\$5,587
JOLENE ZOLLINGER	3	\$5,338



KENT JEPPESEN,
LIFE LINES
YTD LEADER



NEW SALES RESULTS THROUGH OCTOBER 31, 2020

EAST IDAHO YTD LIFE PRODUCTION

AGENT	APPS	CONTEST CREDIT
TOM GALLUP	4	\$5,171
CHRIS AXENTY	4	\$4,355
MATT ANDERSON	7	\$3,519
TREVOR CLARK	4	\$3,306
TROY FERGUSON	6	\$3,086
JACOB LINGARD	6	\$3,047
JUSTIN NICHOLS	2	\$2,928
STEVEN CLARK	2	\$2,322
REDGE SORENSON	9	\$2,133
VAUGHN PRICE	4	\$1,929
JARED NELSON	3	\$1,698
ERICA CATT	1	\$1,437
GRANT MOSES	0	\$1,144
CRAIG STEPHENSON	0	\$780
SHANE KUNZ	1	\$232
RYAN PEARSON	1	\$197
RYAN HARRIGFELD	1	\$186
KAREN RICHARDSON	0	\$20
KOLTER JEPPESEN	0	\$0
BRITTNEY SMITH	0	\$0